



EPS060043 NETWORKS, EQUIPMENT AND SERVICES

## Product Offer Cover Sheet

**Offeror Company Name:** [Accuvant Inc.](#)

**Manufacturer Offered Company Name:** [AirDefense](#)

**Catalog File-Name:** [Airde-Accuv.pdf](#)

**List Price Location:** [www.accuvant.com](http://www.accuvant.com)

**Percent of List Offered:** [85%](#)



4800 North Point Parkway  
Suite 100  
Alpharetta, GA 30022

PART NUMBER	DESCRIPTION	MSRP
	<b>AirDefense Enterprise - Wireless IPS</b>	
	<b>AirDefense Enterprise Starter Kit Bundle</b>	
SKB-1150-2-P-1	<b>AirDefense Enterprise Starter Kit Bundle with 1150 Appliance and 2 Sensors:</b> (1) AirDefense Model 1150 Appliance - Small organization/limited growth (2) AirDefense Model 400 Sensors (2) Full IDS and Rogue Detection licenses for a sensor (2) Copies of AirDefense Mobile (25) Personal Agent connection licenses managed by Personal Manager	\$ 7,995
SKB-1150-2-MG-1	12 Months of 5x12 Support for Part # SKB-1150-2-P-1	\$ 1,439
SKB-1150-2-MG-3	36 Months of 5x12 Support for Part # SKB-1150-2-P-1	\$ 3,598
SKB-2230-5-P-1	<b>AirDefense Enterprise Starter Kit Bundle with 2230 Appliance and 5 Sensors:</b> (1) AirDefense Model 2230 Appliance - Medium organization/moderate growth (5) AirDefense Model 400 Sensors (5) Full IDS and Rogue Detection licenses for a sensor (2) Copies of AirDefense Mobile (25) Personal Agent connection licenses managed by Personal Manager	\$ 14,995
SKB-2230-5-MG-1	12 Months of 5x12 Support for Part # SKB-2230-5-P-1	\$ 2,699
SKB-2230-5-MG-3	36 Months of 5x12 Support for Part # SKB-2230-5-P-1	\$ 6,748
SKB-2270-10-P-1	<b>AirDefense Enterprise Starter Kit Bundle with 2270 Appliance and 10 Sensors:</b> (1) AirDefense Model 2270 Appliance - Large organization/significant growth (10) AirDefense Model 400 Sensors (10) Full IDS and Rogue Detection licenses for a sensor (2) Copies of AirDefense Mobile (25) Personal Agent connection licenses managed by Personal Manager	\$ 21,995
SKB-2270-10-MG-1	12 Months of 5x12 Support for Part # SKB-2270-10-P-1	\$ 3,959
SKB-2270-10-MG-3	36 Months of 5x12 Support for Part # SKB-2270-10-P-1	\$ 9,898
	<b>AirDefense Enterprise Server Bundle / no sensors</b>	
SVNB-1150-P-1	AirDefense Enterprise Server Bundle: (1) AirDefense Model 1150 Appliance - Small organization/limited growth (1) Enterprise Software (2) Copies of AirDefense Mobile	\$ 5,995



	(25) Personal Agent connection licenses managed by Personal Manager	
SVB-1150-MG-1	12 Months of 5x12 Support for Part # SV-1150-P-1	\$ 1,079
SVB-1150-MG-3	36 Months of 5x12 Support for Part # SV-1150-P-1	\$ 2,698
SVB-2230-P-1	AirDefense Enterprise Server Bundle: (1) AirDefense Model 2230 Appliance - Medium organization/moderate growth (1) Enterprise Software (2) Copies of AirDefense Mobile (25) Personal Agent connection licenses managed by Personal Manager	\$ 9,995
SVB-2230-MG-1	12 Months of 5x12 Support for Part # SV-2230-P-1	\$ 1,799
SVB-2230-MG-3	36 Months of 5x12 Support for Part # SV-2230-P-1	\$ 4,498
SVB-2270-P-1	AirDefense Enterprise Server Bundle: (1) AirDefense Model 2270 Appliance - Large organization/significant growth (1) Enterprise Software (2) Copies of AirDefense Mobile (25) Personal Agent connection licenses managed by Personal Manager	\$ 11,995
SVB-2270-MG-1	12 Months of 5x12 Support for Part # SV-2270-P-1	\$ 2,159
SVB-2270-MG-3	36 Months of 5x12 Support for Part # SV-2270-P-1	\$ 5,398
	<b>AirDefense Backup Appliance</b>	
BKSV-2230-P-1	<b>AirDefense Model 2230 Appliance as Backup Appliance</b>	\$ 7,495
BKSV-2230-MG-1	12 Months of 5x12 Support for Part # BKSV-2230-P-1	\$ 1,349
BKSV-2230-MG-3	36 Months of 5x12 Support for Part # BKSV-2230-P-1	\$ 3,373
BKSV-2270-P-1	<b>AirDefense Model 2270 Appliance as Backup Appliance</b>	\$ 8,995
BKSV-2270-MG-1	12 Months of 5x12 Support for Part # BKSV-2270-P-1	\$ 1,619
BKSV-2270-MG-3	36 Months of 5x12 Support for Part # BKSV-2270-P-1	\$ 4,048
	<i>Note: only available to customers who have purchased a primary server of the same type</i>	
	<b>Sensor Bundle</b>	
SNB-400FL-P-1	<b>Model 400 Remote Sensor with Full IDS &amp; Rogue Detection License:</b> (1) Model 400 Remote Sensor (1) Full IDS & Rogue Detection License for one Sensor (Part # AD-SNFL-P-1)	\$ 995
SNB-400FL-MG-1	12 Months of 5x12 Support for Part # SNB-400FL-P-1	\$ 179
SNB-400FL-MG-3	36 Months of 5x12 Support for Part # SNB-400FL-P-1	\$ 448
SNB-400XFL-P-1	<b>Model 400X Remote Sensor with External Antenna Capability and Full IDS License:</b> (1) Model 400X Remote Sensor with External Antenna Capability (1) Full IDS & Rogue Detection License for one Sensor (Part # AD-SNFL-P-1)	\$ 1,095
SNB-400XFL-MG-1	12 Months of 5x12 Support for Part # SNB-400XFL-P-1	\$ 197



SNB-400XFL-MG-3	36 Months of 5x12 Support for Part # SNB-400XFL-P-1	\$ 493
	<b>Sensor Hardware</b>	
SN-400-P-1	<b>Model 400 Remote Sensor hardware</b>	\$ 495
SN-400-MG-1	12 Months of 5x12 Support for Part # SN-400-P-1	\$ 89
SN-400-MG-3	36 Months of 5x12 Support for Part # SN-400-P-1	\$ 223
SN-400X-P-1	<b>Model 400X Remote Sensor hardware with External Antenna capability</b>	\$ 595
SN-400X-MG-1	12 Months of 5x12 Support for Part # SN-400X-P-1	\$ 107
SN-400X-MG-3	36 Months of 5x12 Support for Part # SN-400X-P-1	\$ 268
	<b>Sensor Accessories</b>	
SN-400-PI-1	<b>PoE Injector for Model 400 series Sensor</b> (100-240 VAC Universal Power Supply)	\$ 50
SN-400-BR-1	<b>Wall Mounting Bracket for Model 400 series Sensor</b>	\$ 35
SN-400-PS-1	<b>Universal Power Supply for Model 400 series Sensor</b> (100-240 VAC for int'l deployments)	\$ 40
	<b>AirDefense Enterprise Software License</b>	
AD-SNFL-P-1	<b>Full IDS and Rogue Detection license for one sensor</b>	\$ 695
AD-SNFL-MG-1	12 Months of 5x12 Support for Part # AD-SNFL-P-1	\$ 125
AD-SNFL-MG-3	36 Months of 5x12 Support for Part # AD-SNFL-P-1	\$ 313
AD-SNRG-P-1	<b>Rogue Detection only license for one sensor</b>	\$ 295
AD-SNRG-MG-1	12 Months of 5x12 Support for Part # AD-SNRG-P-1	\$ 53
AD-SNRG-MG-3	36 Months of 5x12 Support for Part # AD-SNRG-P-1	\$ 133
	<b>AirDefense Sensor-less Rogue Detection</b>	
AD-WRSV-P-1	<b>Sensorless Rogue Detection license (up to 100 switches max.) for one appliance</b>	\$ 4,995
AD-WRSV-MG-1	12 Months of 5x12 Support for Part # AD-WRSV-P-1	\$ 899
AD-WRSV-MG-3	36 Months of 5x12 Support for Part # AD-WRSV-P-1	\$ 2,248
	<b>AirDefense Enterprise Add-on Modules</b>	
AD-LTSV-P-1	<b>Advanced Location Tracking (RF Fingerprinting) license for one appliance</b>	\$ 2,495



AD-LTSV-MG-1	12 Months of 5x12 Support for Part # AD-LTSV-P-1	\$ 449
AD-LTSV-MG-3	36 Months of 5x12 Support for Part # AD-LTSV-P-1	\$ 1,123
AD-LTSN-P-1	<b>Advanced Location Tracking (RF Fingerprinting) license for one sensor</b>	\$ 195
AD-LTSN-MG-1	12 Months of 5x12 Support for Part # AD-LTSN-P-1	\$ 35
AD-LTSN-MG-3	36 Months of 5x12 Support for Part # AD-LTSN-P-1	\$ 88
AD-FESV-P-1	<b>Advanced Forensic Analysis license for one appliance</b>	\$ 2,495
AD-FESV-MG-1	12 Months of 5x12 Support for Part # AD-FESV-P-1	\$ 449
AD-FESV-MG-3	36 Months of 5x12 Support for Part # AD-FESV-P-1	\$ 1,123
AD-FESN-P-1	<b>Advanced Forensic Analysis license for one sensor</b>	\$ 195
AD-FESN-MG-1	12 Months of 5x12 Support for Part # AD-FESN-P-1	\$ 35
AD-FESN-MG-3	36 Months of 5x12 Support for Part # AD-FESN-P-1	\$ 88
	<b>AirDefense Personal - Mobile Workforce Protection</b>	
	<b>AirDefense Personal Starter Kit Bundle</b>	
SKB-1150PR-P-1	<b>AirDefense Personal Manager and Appliance</b> (1) AirDefense Model 1150 appliance (1) AirDefense Personal Manager license (PR-SWSV-P-1) (2) Copies of AirDefense Mobile	\$ 8,995
SKB-1150PR-MG-1	12 Months of 5x12 Support for Part # SKB-1150PR-P-1	\$ 1,619
SKB-1150PR-MG-3	36 Months of 5x12 Support for Part # SKB-1150PR-P-1	\$ 4,048
	<b>AirDefense Personal Software Licenses</b>	
PR-SWSV-P-1	<b>Personal Manager license for one server appliance</b>	\$ 4,995
PR-SWSV-MG-1	12 Months of 5x12 Support for Part # PR-SWSV-P-1	\$ 899
PR-SWSV-MG-3	36 Months of 5x12 Support for Part # PR-SWSV-P-1	\$ 2,248
PR-CL-P-1	<b>Personal Agent connection license 3.0</b> (minimum order quantity of 10 units)	\$ 20
PR-CL-MG-1	12 Months of 5x12 Support for Part # PR-SWCL-P-1	\$ 4
PR-CL-MG-3	36 Months of 5x12 Support for Part # PR-SWCL-P-1	\$ 9
	<b>AirDefense WLAN Planning &amp; Diagnostics Tools</b>	
	<b>AirDefense Mobile Software Licenses</b>	



MB-SW-P-1	<b>AirDefense Mobile software license for one laptop</b>	\$ 995
MB-SW-MG-1	12 Months of 5x12 Support for Part # MB-SW-P-1	\$ 179
MB-SW-MG-3	36 Months of 5x12 Support for Part # MB-SW-P-1	\$ 448
	<b>AirDefense Insite Suite Software Licenses</b>	
SU-SW-P-1	<b>AirDefense Survey software license for one laptop</b>	\$ 995
SU-SW-MG-1	12 Months of 5x12 Support for Part # SU-SW-P-1	\$ 179
SU-SW-MG-3	36 Months of 5x12 Support for Part # SU-SW-P-1	\$ 448
AR-SWLD-P-1	<b>AirDefense Architect software license - Limited edition</b> (license limited to a single 500K sq. ft. max. facility - requires each floor plan to be digitally signed by AirDefense to verify that the size is within the 500K sq. ft. limit before the planning feature can be enabled)	\$ 4,995
AR-SWLD-MG-1	12 Months of 5x12 Support for Part # AR-SWLD-P-1	\$ 899
AR-SWLD-MG-3	36 Months of 5x12 Support for Part # AR-SWLD-P-1	\$ 2,248
AR-SWEN-P-1	<b>AirDefense Architect software license - Enterprise edition</b> (single-seat license for one Enterprise)	\$ 9,995
AR-SWEN-MG-1	12 Months of 5x12 Support for Part # AR-SWEN-P-1	\$ 1,799
AR-SWEN-MG-3	36 Months of 5x12 Support for Part # AR-SWEN-P-1	\$ 4,498
AR-SWCN-P-1	<b>AirDefense Architect software license - Consultant edition</b> (single-seat license for unlimited Enterprise use for consultants and professional services organizations)	\$ 13,995
AR-SWCN-MG-1	12 Months of 5x12 Support for Part # AR-SWCN-P-1	\$ 2,519
AR-SWCN-MG-3	36 Months of 5x12 Support for Part # AR-SWCN-P-1	\$ 6,298
	<b>AirDefense BlueWatch Software Licenses</b>	
BW-SW-P-1	<b>AirDefense BlueWatch software license (Laptop version)</b>	\$ 395
BW-SW-MG-1	12 Months of 5x12 Support for Part # BW-SW-P-1	\$ 71
BW-SW-MG-3	36 Months of 5x12 Support for Part # BW-SW-P-1	\$ 178
BW-SWCE-P-1	<b>AirDefense BlueWatch software license (PocketPC version)</b>	\$ 395
BW-SWCE-MG-1	12 Months of 5x12 Support for Part # BW-SWCE-P-1	\$ 71
BW-SWCE-MG-3	36 Months of 5x12 Support for Part # BW-SWCE-P-1	\$ 178
	<b>AirDefense Training &amp; Professional Services</b>	



SN-400-CF-1	<b>Configuration and Staging Value Added Service for one Sensor</b>	\$ 20
TR-ONSITE-1	<b>AirDefense Certified Engineer Training Class</b> - On-location training class lasting two days for up to eight students. - Excludes travel and living expenses for AirDefense instructor to be billed at actual cost	\$ 9,995
TR-SEAT-1	<b>AirDefense Certified Engineer Training Seat</b> - Single training seat in a scheduled 2-day training class. - Training schedule is posted on the AirDefense website at <a href="http://www.airdefense.net">http://www.airdefense.net</a>	\$ 1,495
PS-DAY-1	<b>On-site Set-up and Knowledge Transfer</b> - Per day charge - Excludes travel and living expenses for AirDefense engineer to be billed at actual cost	\$ 1,995